



Office of
Small Business Programs (OSBP)
where small business makes a **big** difference



NASA Office of Small Business Programs Overview

Presenter: Tabisa Taliwaku Kalisa

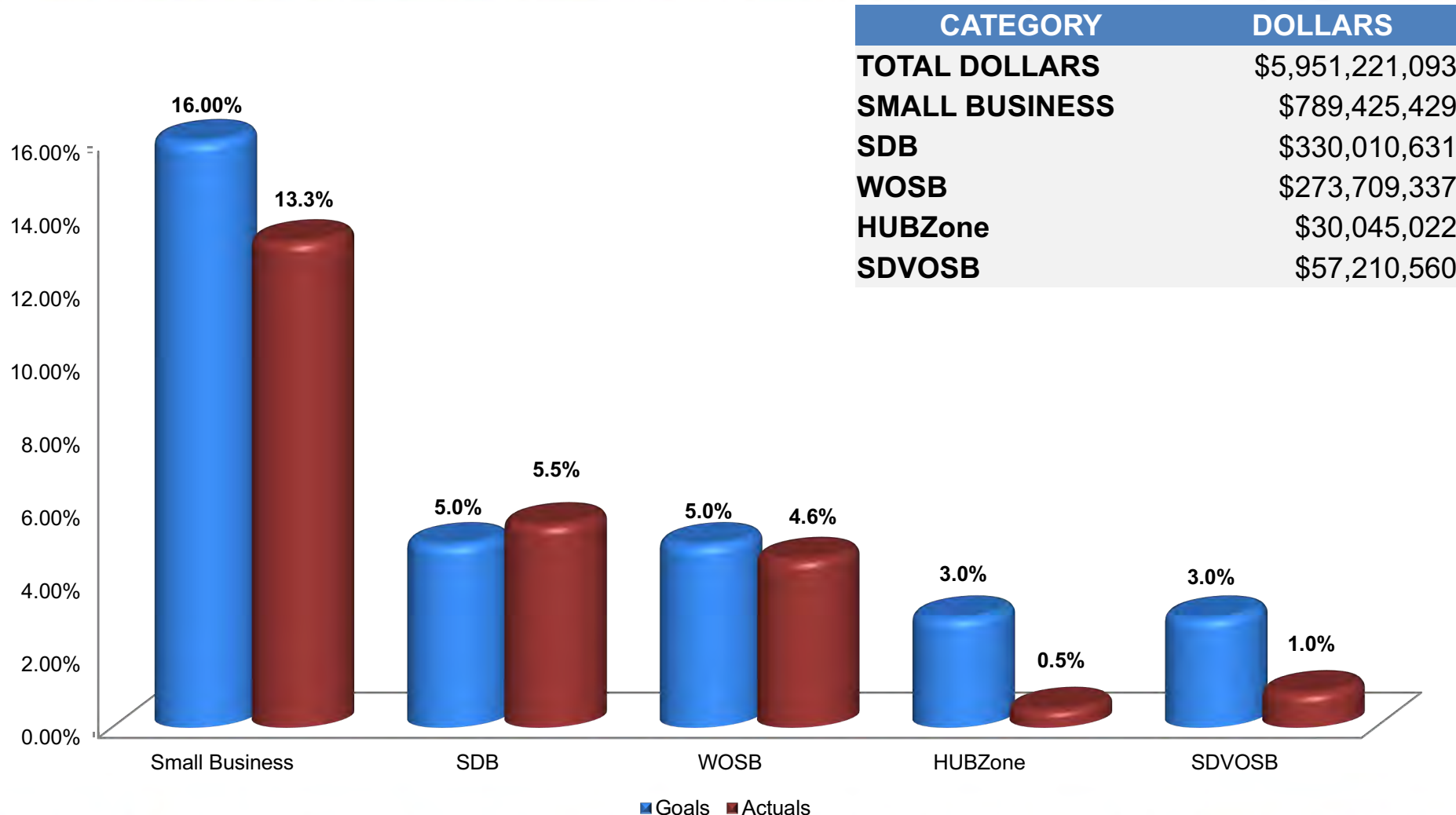
Tuesday, March 27, 2018

NASA's Office of Small Business Programs: Vision and Mission

- ❖ **Vision Statement:** Promote and integrate all small businesses into the competitive base of contractors that pioneer the future of space exploration, scientific discovery, and aeronautics research
- ❖ **Mission Statement:**
 - To advise the Administrator on all matters related to small business,
 - To promote the development and management of NASA programs that assist all categories of small business,
 - To develop small businesses in high tech areas that include technology transfer and commercialization of technology, and
 - To provide small businesses maximum practicable opportunities to participate in NASA prime contracts and subcontracts.
- ❖ **51 U.S.C. 30304 (Pub. L. 111-314) provides NASA with separate authority to maintain its program for HBCU/MI**

NASA Agency February FY18 Prime Goals vs. Actual Percentages

Data generated March 7, 2018 from FPDS-NG

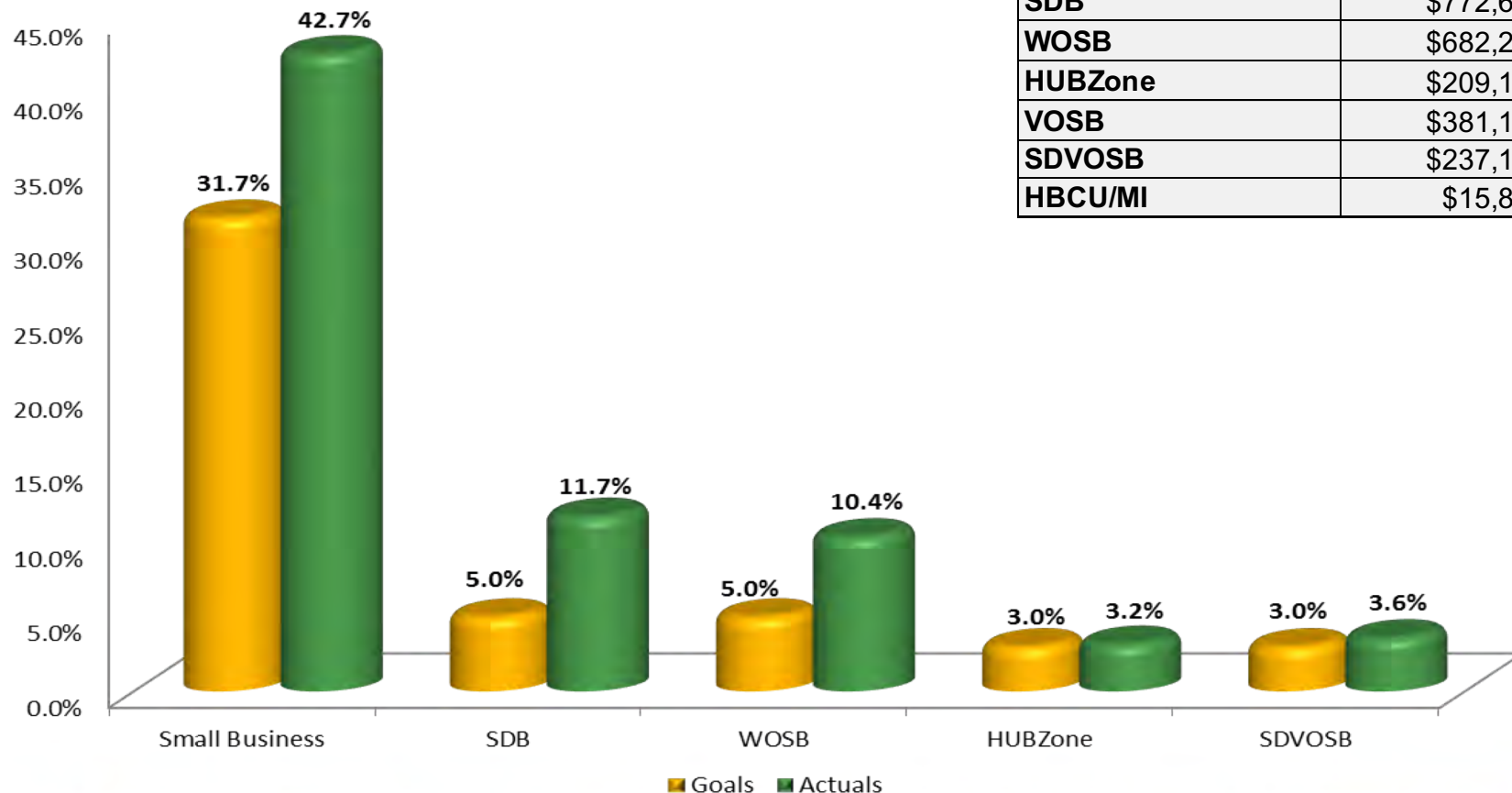


CATEGORY	DOLLARS
TOTAL DOLLARS	\$5,951,221,093
SMALL BUSINESS	\$789,425,429
SDB	\$330,010,631
WOSB	\$273,709,337
HUBZone	\$30,045,022
SDVOSB	\$57,210,560

NASA Agency FY2017

Subcontracting Goals vs. Actual Percentages

Data pulled February 12, 2018 from eSRS

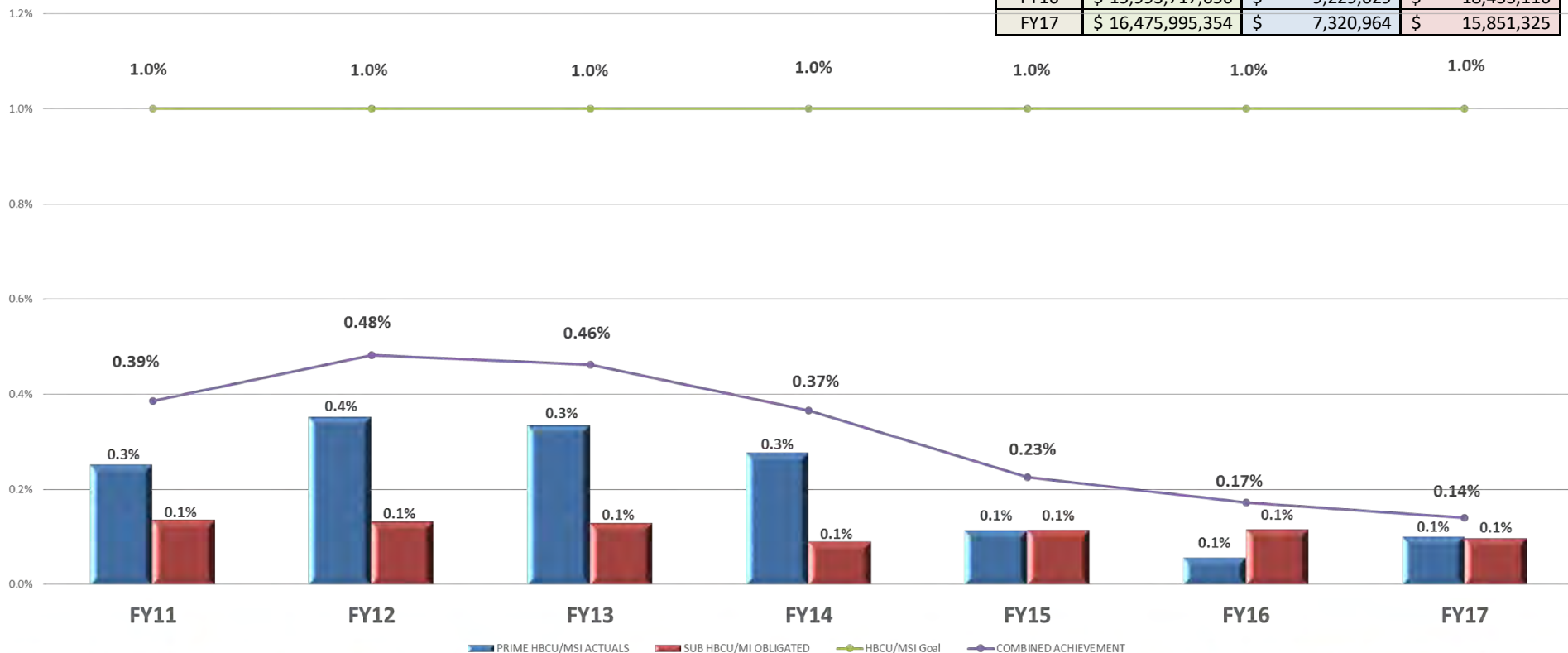


CATEGORY	DOLLARS
TOTAL DOLLARS	\$6,583,787,113
SMALL BUSINESS	\$2,810,378,010
SDB	\$772,664,124
WOSB	\$682,241,050
HUBZone	\$209,113,078
VOSB	\$381,133,666
SDVOSB	\$237,143,365
HBCU/MI	\$15,851,325

NASA Office of Small Business Programs FY11-FY17 HBCU/MI Goals vs Actuals Metrics



FISCAL YEAR	AGENCY TOTAL DOLLARS	PRIME HBCU/MI DOLLARS OBLIGATED	SUB HBCU/MI DOLLARS OBLIGATED
FY11	\$ 14,004,001,101	\$ 35,166,914	\$ 18,800,000
FY12	\$ 13,416,337,393	\$ 42,218,772	\$ 17,500,000
FY13	\$ 12,732,212,886	\$ 42,444,292	\$ 16,300,000
FY14	\$ 13,597,154,582	\$ 37,734,561	\$ 12,200,000
FY15	\$ 14,417,976,809	\$ 16,538,204	\$ 16,315,209
FY16	\$ 15,993,717,656	\$ 9,229,029	\$ 18,433,116
FY17	\$ 16,475,995,354	\$ 7,320,964	\$ 15,851,325



OSBP's HBCU/MI Initiative Accomplishments

- ❖ 3 HBCU/MI Partnerships Meetings
- ❖ 6 HBCU/MI Technology Infusion Road Tours including 1 Engagement Forum
 - Over 700 attendees
- ❖ Increased external stakeholder engagement from other Federal Agencies: Participation and input into new GSA HBCU/MI Schedule
- ❖ Incorporated the One Percent HBCU/MI Goal into the NASA FAR Supplement
- ❖ Revamped the NASA Vendor Database (NVDB) to include the Subcontracting Module for HBCU/MI

NASA's HBCU/MI Road Tour Successes

- ❖ Participating/Hosting Universities have established beneficial & fruitful relationships, resulting in contracting opportunities and awards of IDIQ and tasks orders, with NASA's Prime Contractors at the various Road Tour events, including:
 - Lockheed Martin & Florida A&M University
 - Lockheed Martin & University of Nevada Las Vegas
 - Aerojet Rocketdyne & University of Texas El Paso
 - Parsons Government & Bowie State University
 - Parsons Government & Tennessee State University
 - KBRWyle & Meharry Medical College
 - Teledyne Brown Engineering & University of Nevada Las Vegas
 - Accenture & Prairie View A&M University

NASA's HBCU/MI Road Tour Successes

- ❖ A record number of HBCU/MI responses received and awards made to the HBCU/MIs under the 2017 Small Business Innovation Research/Small Business Technology Transfer solicitation dated November 17, 2016
- ❖ 2017 HBCUs/MIs SBIR Phase I awards recipients:
 - Alabama A&M University
 - University of Hawaii
 - University of Maryland Eastern Shore
 - University of Nevada Las Vegas
 - University of Puerto Rico
 - University of Texas El Paso
- ❖ 100% of 2017 HBCU/MI SBIR Phase I awardees hosted or attended a NASA HBCU/MI Road Tour

OSBP's Engagement with HBCUs/MIs

❖ FY18-FY19 Small Business Improvement Plan

- Targeting outreach to highlight and network with HBCUs/MIs at mandatory Regional Outreach events

❖ Fall NASA Industry Forum

- Local and surrounding HBCUs/MIs will be invited to support and present at the NASA Industry Forum

OSBP's Engagement with HBCUs/MIs

❖ Webinars and Podcasts

- OSBP will host monthly webinars & podcasts targeting HBCUs/MIs on various topics with internal/external stakeholders as guest speakers

❖ “HBCU/MI Spotlight” in OSBP Newsletters

- Featuring HBCUs, MIs and Tribal Colleges

HBCUs/MIs in NVDB

Business Type	Total
8(a) Program	90
Alaskan Native-Owned Small Business	82
HBCU-MI	4
HUBZone	105
Large Business	13
Service Disabled Veteran-Owned Small Business	582
Small Business	3133
Small Disadvantaged Business	1857
Veteran-Owned Small Business	865
Woman-Owned Small Business	1368
WOSB - Economically Disadvantaged	589



Alabama A&M University Research, Innovation, Science and Engineering Foundation



Status of the Mentor-Protégé Program across the Federal Government

- ❖ NASA's Mentor-Protégé Program has been authorized by the Small Business Administration to operate for 5 years
 - 1 of 3 Federal Agencies authorized to operate separate Mentor-Protégé Programs
 - Department of Energy
 - Department of Homeland Security
 - National Aeronautics and Space Administration
 - Waiver did not include the following Agencies:
 - Department of Defense and Federal Aviation Administration
 - 7 Agencies/Departments Mentor-Protégé Programs were consolidated with the SBA's All Small Mentor-Portege Program

NASA's Mentor-Protégé Program: Eligible Protégé Categories

- ❖ SDB/8(a)
- ❖ WOSBs
- ❖ HUBZone
- ❖ VOSB/SDVOSB
- ❖ Ability One
- ❖ HBCUs/MIs
- ❖ SBIR/STTR Phase II

NASA Mentor-Protégé Program

HBCU/MI Agreements

❖ **Business Development (70%), including but not limited to:**

- Organizational planning management: Strategic and Business Planning, legal/risk management, proposal development
- Business development/marketing/sales: Market Research, Product Forecasting, web-based marketing, e-commerce
- Human Resource Management
- Contract management
- Facilities and plant management: security, health and safety, OSHA standards
- Any other assistance designed to develop the business/infrastructure capabilities of the Protégé

❖ **Technical Development (30%), including but not limited to:**

- Quality Management programs: ISO 9000 Certification, SEI/CMM certification
- Technology Transfer
- Obtaining Security Clearance for Institutional facilities
- Lean Six Sigma
- Fiber optics systems design
- Network systems: design and engineering, implementation
- Information system design
- Tooling design and fabrication

Examples of HBCU/MI Development Assistance Received

70% Business Development/30% Technical Development Assistance

- Proposal Development
- Job Shadowing (Engineering and Business)
- Equipment Transfer
- Engineering Training to Students
- Research & Development
- Leadership Academy
- Workforce Readiness Workshops
- Advisory Board Participant
- PES/Six Sigma Training
- Hardware Processing Services
- Value Stream Mapping
- Marketing Individual Development
- Technology Transfer
- AS9100 Certification
- Marketing Expertise Development
- Infrastructure for Subcontracting (including Business Systems, Human Resources)
- Enhancement of Networking Infrastructure
- Curriculum Enhancements
- SharePoint
- JAVA and Helpdesk System Support
- Federal Contracting Training
- Quality Management

Approved NASA Mentors

- | | | |
|---|---|---|
| 1) AECOM Federal Services, Inc. | 12) L3 Communications Vertex Aerospace, LLC | 24) Sierra Nevada Corporation |
| 2) Aerojet Rocketdyne | 13) Leidos Innovations Corporation | 25) Southwest Research Institute |
| 3) Assurance Technology Corporation (ATC) | 14) LJ&T Associates, Inc. | 26) Teledyne Brown Engineering, Inc. |
| 4) CH2M Hill | 15) Lockheed Martin | 27) The Boeing Company |
| 5) CSRA, LLC | 16) Millennium Engineering and Integration Company | 28) URS Federal Technical Services, Inc. |
| 6) Engility Corporation d/b/a TASC, Inc. | 17) Northrop Grumman | 29) Vencore Services & Solutions, Inc. |
| 7) Enterprise Services, LLC | 18) OrbitalATK Flight Systems Group | 30) Wyle Laboratories, Inc. d/b/a KBRWyle |
| 8) Hamilton Sundstrand Space System International, Inc. | 19) PAE Applied Technologies | |
| 9) Honeywell International, Inc. (Aerospace Division) | 20) Raytheon Company | |
| 10) Honeywell Technology Solutions, Inc. | 21) Science Applications International Corporation (SAIC) | |
| 11) Jacobs Technology, Inc. | 22) SGT, Inc. | |
| | 23) Sierra Lobo Corporation | |

Mentor-Protégé Program Status: Summary

- 10 Active NASA Agreements (\$980K)
 - Ames Research Center: 1
 - Goddard Space Flight Center: 2
 - Johnson Space Center: 2
 - Langley Research Center: 1
 - Marshall Space Flight Center: 2
 - NASA Shared Services Center: 2
- 8 Pending new Mentor-Protégé Agreements
 - Includes 2 pending extensions

Upcoming HBCU/MI Outreach Event

- ❖ **July 17-18, 2018:** Reaching High: Matching Mid-West Businesses with Government Opportunities
- ❖ **August 1-2, 2018:** JPL HBCU/MI Outreach Initiative
- ❖ **August 14-15 2018:** HBCU/MI Technology Infusion Road Tour at University of HI-Manoa (Minority Institution)
- ❖ **September 19, 2018:** 4th Annual HBCU/MI Partnerships Meeting
- ❖ **October/November 2018:** KSC HBCU/MI Technology Summit
- ❖ **New Event:** Mentor-Protégé Program Conference

Questions?

NASA Office of Small Business Programs

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NASA Vendor Database: <https://vendors.nvdb.nasa.gov>



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NASAOSBP



NVDB

FY2016 Annual Procurement Report

❖ Top 100 Educational and Nonprofit Institutions

– HBCUs/MIs included in Top 100:

- #16 – University of Hawaii (MI)
- #17 – University of Alaska (MI)
- #25 – San Jose State University Research Foundation (MI)
- #26 – University of Washington (MI)
- #54 – Hampton University (HBCU)
- #87 – New Mexico State University (MI)

❖ Visit NASA's Office of Procurement website or click [here](#)